University of Santa Clara Bulletin

THE MASTER OF BUSINESS ADMINISTRATION PROGRAM IN

AGRIBUSINESS

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Institute of Agribusiness
Graduate School of Business
University of Santa Clara
Santa Clara, California 95053

1977-1979

GRADUATE SCHOOL OF BUSINESS
UNIVERSITY OF SANTA CLARA

THE MASTER OF BUSINESS ADMINISTRATION PROGRAM IN

AGRIBUSINESS

The University of Santa Clara admits students of any race, religion, sex, color, national and ethnic origin to all the rights, privileges, programs and activities generally accorded or made available to students at the university. It does not discriminate on the basis of race, color, religion, sex, national and ethnic origin, or physical handicap in administration of its educational policies, admissions policies, scholarship and loan programs, and athletic and other university-administered programs.

OBJECTIVES OF THE INSTITUTE

The primary objective of the Institute is to help young people prepare for careers in management in the agricultural sector. With our changing economic, political, and social environment it seems that the demands placed on managers in U.S. firms are ever-increasing.

We do not believe that an MBA program can by itself prepare managers, but it can provide a foundation for an able young person to grow into positions of increasing responsibility more quickly and more effectively. Formal education along with useful early job experiences is in our view the ideal preparation for management.

In addition to its work with U.S. students the Institute seeks to work with promising young people from developing countries. It is being recognized increasingly that solutions to the world's food problem will require world-wide effort. The Institute with its location in the midst of California agriculture, which may well be the most highly developed and diversified in the world, is in a unique position to provide a framework of study and practical experience for those who look forward to careers in agriculture in their home countries.

As another objective the Institute also seeks to provide research results on problems and opportunities of importance to business firms, institutions, and governmental agencies which have an interest in agribusiness.

27 JUL 19?8
ACADEMIC VICE-PRES.
UNIVERSITY

Dr. Ronald L. Stucky
Director

THE CURRICULUM

The curriculum consists of three major parts:

Nine general MBA courses

Eight agribusiness courses

Four electives

The primary purpose of the program is to provide a solid foundation in all major areas of administration with special emphasis on topics which are particularly important in the agricultural sector. However, time also is provided to develop special competence in an area of each person's choosing. For example, a student from a developing country may want to focus on agricultural project development. Others may want to build elective concentrations in accounting or marketing research.

Those who enter the program with sufficient academic background and experience may complete requirements for the MBA degree in twelve months; however, the program has the flexibility for plans of study of up to eighteen months or more for those who have special needs. Emphasis early in the program tends to be on the basic courses which provide much of the background for the more advanced agribusiness courses; however, the study of agribusiness begins in the first quarter so that each person can begin to relate the basic material to his own professional interest. In the latter stages of the program most of the time is devoted to agribusiness courses.

The Institute's calendar is divided into three ten-week quarters during the academic year and two six-week sessions in the summer. Typical programs thus can be arranged as follows:

	Number of Credit Courses	
	Plan I	Plan II
First Fall Quarter	5	4
Winter Quarter	5	4
Spring Quarter	5	4
First Summer Session	3	2-3*
Second Summer Session	3	3
Second Fall Quarter	0	3-4
	21	21

**Upon approval of the Faculty six weeks of summer field experience or independent research may be used for up to two electives.*

For those who have had little or no undergraduate mathematics, the School requires two courses, Mathematical Analysis I and II, which cover topics through differential and integral calculus.

All students must develop a minimum level of competence in the use of the computer facilities. This requirement may be satisfied in one of three ways:

1. Passing a special test upon the completion of a no-credit laboratory;
2. Completing Computer Concepts I with a satisfactory grade;
3. Securing approval of the M.B.A. Committee by petition to waive computer requirement because of prior comparable experience and / or courses.

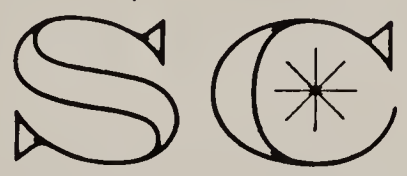
The program includes approximately fifteen days of field investigations including a brief trip into Mexico so that there is first-hand opportunity to

observe production and processing practices and visit with top management people.

There also is a two-quarter commodity trading exercise in which all students are asked to manage a commodity trading account. Both of these activities are organized on a pass /no pass basis with no tuition charge.

Students who have had a major in their prior degree programs in one of the following fields — Accounting, Economics, Finance, Management, Marketing or Quantitative Methods —may with the approval of the M.B.A. Committee on written petition, substitute free electives for the two required courses in that particular area of specialization. However, this approval will be limited to one field. All students must complete the work in at least five of the fields listed above in their programs.

Students who have successfully completed prior course work in the following fields — Accounting, Economics, Finance, Management, Marketing or Quantitative Methods —may petition in writing to the M.B.A. Committee for approval to substitute advanced work in the same fields for the required courses in those particular areas of specialization.



General Courses

Accounting I and II

These courses are designed to provide students with an understanding of the objectives and relevancies of typical accounting systems. Accounting and cost information are major elements in planning and controlling enterprises; therefore, a major part of these courses is devoted to the use of accounting data in a wide variety of administrative situations. Among the areas included are basic accounting principles, cost elements in pricing, volume-cost-profit relationships, cost control, and design and supervision of accounting systems.

Economics I and II

The objective of these two courses is to provide the students with a thorough understanding of the operations of an economic system both at the micro and at the macro levels. The first course focuses on business decision-making and the response of business decisions to changes in supply and demand conditions and on the effects of alternative market structures and alternative business policies on the pricing and output decisions of the individual firm. In the second course, particularly, emphasis is placed upon economic forces which influence the level of income, employment, output, prices, interest rates, and economic growth.

Financial Management I

This course is developed from the viewpoint of the financial manager who has the responsibility for the day-to-day management of a company's financial position as well as partial responsibility for long-range financial policy formulation.

It is devoted to short-term working capital problems, including a study of the working capital cycle, cash budgeting procedures, and the major types of short-term loan arrangements.

Management I

The objective of this course is to increase the student's leadership skills and his ability to function effectively with others in the initiation and execution of company programs and policies. Specific topics include the motivation of employees, leadership techniques, and the social and psychological factors which influence organizational effectiveness.

Marketing I

The marketing course provides an opportunity to develop skill in preparing comprehensive, integrated marketing programs.

It is concerned with all basic functions of marketing including product selection and development, selection and organization of distribution channels, pricing, analysis of the role of advertising and personal selling in the marketing program, and uses of marketing research. Throughout the course emphasis is placed on the key importance of knowledge of consumers and their response to marketing decisions.

Quantitative Methods I and II

These courses are designed to familiarize students with the major statistical and mathematical procedures which have application in administration. Quantitative techniques have become increasingly useful in the planning and control of enterprises. Concepts of statistical decision theory, for example, can provide a manager with a way of handling situations where data of uncertain accuracy form the basis for decisions. Emphasis in these courses, therefore, is on the major ideas of the growing management science approach to decision making. Major emphasis in the first course is on the techniques of traditional statistical analysis such as correlation and regression analysis. In the second course, the emphasis shifts to consideration of some of the newer analytical concepts such as linear programming and other related techniques and statistical decision theory.

Agribusiness Courses

Managers' Seminar in Agribusiness

This introductory course sets the scope of the work to follow in the agribusiness course sequence. Emphasis is on current issues both in the United States and international agribusiness. Topics include issues in areas such as processing and distribution, financing enterprises, project development, and international trade. A unique feature of the course is that it is taught primarily by members of the Institute's Advisory Board, which is listed elsewhere, along with other top managers from industry, government, and related agencies.

Marketing Products of the Agricultural Sector

Building on the basic marketing and economic courses, the emphasis of this course is on the competitive market structure, the marketing institutions and marketing problems of agricultural products at both the domestic and international levels.

Agricultural Price Analysis

Principles of price determination of agricultural products, price differences and variability, and pricing institutions. Emphasis is placed on empirical analysis involving techniques such as regression. Must be preceded by Economics I.

Commodities and Futures

An advanced course emphasizing formulation of trading strategies and building models to suit individual needs. Must be preceded by the Commodity Futures Trading Exercises I and II.

Farm-Ranch Enterprise Management

A study of possible combinations of land endowment, material capital, and human resources emphasizing the effective utilization of labor through the organization and management of the work unit.

Managing the Agribusiness Enterprise I and II

Capstone courses integrating problems of production, marketing, and finance as they relate to management decisions in agribusiness. Cases from agribusiness firms are used to point up the social and legal framework within which management decisions must be made. Both courses focus on long-run strategic planning.

Public Policy and the Agricultural Sector

A study of the effect government policies and programs since 1933 have had on (1) the price structure and competitiveness of agricultural products on the domestic and export markets, (2) agricultural labor through poverty programs, minimum wage and labor law legislation, and foreign-labor contract policy, and (3) on production methods through curtailment of insecticides, etc.

Independent Research (Elective)

A written in-depth study in an area approved by the director usually involving field collection of data. The report is prepared in the first summer session.

Field Experience (Elective)

A specially-designed job situation in which the student studies a problem of particular importance to the company's management. The activity culminates in a written report providing recommendations for action and supporting analysis.

Project Planning (Elective)

An introduction to those evaluation and planning techniques — such as profit analysis, cost-benefit analysis, linear programing, budgeting — necessary in preparing proposals, financing, and managing agribusiness projects.

Commodity and Futures Trading Exercise I and II

An introduction to commodities and futures trading including sources of information, technical analysis, fundamental analysis, hedging, and formulation of a trading plan. Each participant is asked to make daily buying and selling decisions as a speculator in futures contracts for a limited number of agricultural commodities. A computer program provides weekly and cumulative summaries of each participant's performance.

Field Investigations I, II, and III

A series of ten trips visiting agricultural supply, production, processing, and distribution firms in California and Mexico. Conferences with managers of firms are emphasized as a basis for analysis of the firms' economic structure and operating procedures.

Advisory Board

General Electives

Accounting
- Managerial Accounting
- Accounting Problems I and II
- Planning, Budgeting and Control
- Taxation I and II
- Auditing

Economics
- Econometrics I, II, and III
- Economic Policy
- International Trade and Development
- Business and Economic Forecasting
- Economics of the Public Sector
- Flow of Fund Analysis
- Economics of Planning

Finance
- International Financial Management
- International Monetary and Financial Relations
- Real Estate Finance
- Management of Financial Institutions
- Investment Portfolio Management
- Dynamics of the Financial System

Management
- International Management
- Social Psychology of Management
- Union-Management Relations

Marketing
- Advertising Management
- Consumer Behavior
- New Product Policy
- Retailing
- International Marketing
- Management of Marketing Research

Quantitative Methods
- Operations Research I and II
- Management Information Systems
- Forecasting Methods
- Computer Concepts I and II
- Simulation for Business Decisions

Methods of Instruction

A variety of approaches to learning are used including collateral readings, computer assisted instruction, lectures, films, small discussing groups, report writing, and business games; and the case method is used extensively throughout the program.

It is the view of the Faculty that a young manager can develop an ability to analyze that leads to sound judgment better through the study of a large number of cases than in any other way. No two case situations are alike. Rarely is there an obvious correct solution to the issue posed in the cases. Thus the student must learn how to handle a wide variety of complex situations often with insufficient information in a responsible way and in a way which will lead to satisfactory action. In brief, in most situations solutions to management problems must be found for which there usually are no answers in any book.

One of the major purposes of each course is to help develop the habit of examining problems from an overall administrative point of view. Most plans of study are organized on a non-thesis basis so that ample opportunity is available to develop breadth of coverage.

Entrance Requirements and Procedures

A bachelor's degree is required for admission. All undergraduate majors are acceptable although those related to the biological sciences are particularly desirable. In evaluating applications, the School is concerned primarily with an individual's capacity for management responsibility.

To apply a person should submit an application form in duplicate. The check for the application fee of $20.00 should be made payable to the University of Santa Clara.

Before an application can be evaluated, all transcripts of college credit and the GMAT score must be on file at the University. One should write directly to the registrar of each school of collegiate grade attended and listed on the application, and have two transcripts sent directly to the Institute of Agribusiness.

Two recommendations are required. Forms to be used for this purpose will accompany the application forms.

Applications, GMAT score and transcripts should be addressed to:

Director
Institute of Agribusiness
Graduate School of Business
University of Santa Clara
Santa Clara, CA 95053
Telephone: 408-984-4086

All candidates for admission must take the Graduate Management Admission Test (formerly ATGSB) given by the Educational Testing Service, Box 966, Princeton, NJ, 08540. Test scores supplement other admission criteria in evaluating the aptitude of applicants for graduate study in business. GMAT applications are available from the Institute.

TOEFL examination results are required of all foreign students from non-English speaking countries.

All credentials and transcripts which are submitted become the property of the University.

All qualified men and women receive consideration for admission without regard to race, creed, color, or national origin.

Degree Requirements

The Master of Business Administration degree in Agribusiness will be granted after completion of a minimum of 21 courses. All credits must be earned in graduate courses open only to graduate students. Undergraduate courses may not be substituted in the satisfaction of this requirement. Residence requirements of the University may be met by completing 19 graduate courses in the Santa Clara Graduate School of Business and Administration within six calendar years.

To qualify for the M.B.A. Degree, a student must have an overall average of 2.25 in all the work taken in the Graduate School of Business at the University of Santa Clara. A "C" grade is considered a minimum passing grade in each course.

The maximum number of courses earned at other institutions which will be accepted towards the M.B.A. Degree will be two. This work in order to be acceptable must have been taken during the five years prior to the student's registration in the M.B.A. program at Santa Clara, and have been in graduate classes open only to graduate students.

Continuation in Program

Permission to register in the Graduate School of Business does not, in itself, imply that the student is accepted or will be accepted as a candidate for an advanced degree. Once a student has completed 6 graduate courses beyond the basic courses he must petition to continue in the program for the M.B.A. Degree. If the petition is not approved, the student will be asked to withdraw and will not be allowed to continue in the M.B.A. Program.

National Affiliation

Both the Graduate and the Undergraduate Schools are accredited by the American Assembly of Collegiate Schools of Business.

Rights Reserved

The curriculum and regulations affecting students may be revised at any time at the discretion of the University Administration. Other general requirements may be found in the 1977-78 Graduate School of Business Bulletin.

Academic Expenses

Tuition is $250 per credit course, payable on the date of registration. Books and supplies for the calendar year are approximately $400.

Application Charge. $20.00

This charge is to be sent with each application form and is not refundable.

Registration Fee. 5.00

This fee is payable each quarter of registration regardless of the number of units for which the student is registered. The fee is not refundable.

Diploma and Graduation Fee. 30.00

Payable in quarter in which degree is granted.

Refund of Tuition

Any student withdrawing prior to the third meeting of any regularly scheduled class will receive a refund of two-thirds of the tuition. Any student withdrawing prior to the sixth meeting will receive a refund of one-half of the tuition. No refunds of tuition will be made after that time. The registration fee is not subject to refund.

No refunds will be made by virtue of curtailment of services brought about as a result of strikes, acts of God, civil insurrection, riots or the threat thereof, or other causes beyond the control of the University.

Financial Aid

Financial assistance at the University of Santa Clara is awarded on the basis of demonstrated leadership and character, superior academic record, and financial need. Assistance generally is categorized as scholarships, loans, deferred payment plans and jobs.

Because scholarships and grants are limited, many students applying for aid find the most advantageous method of financing their education through a loan program. Among those available to students are the National Direct Student Loan Program and Federally Insured Student Loans. It is also possible for graduate students who are residents of California to apply to the California State Scholarship and Loan Commission for graduate fellowships. Application forms and further information may be obtained from the Office of Financial Aids.

Living Arrangements

There is a wide variety of rental living units available near the University, and elementary and secondary schools in the community are highly regarded. Consequently, married students are encouraged to bring their families with them.

The Community Environment

The University of Santa Clara is strategically located at the extreme south end of San Francisco Bay 50 miles from the city of San Francisco.

Santa Clara is centered in the bountiful and temperate Santa Clara Valley protected by mountains rising to 4,000 feet on the East, West and South. The cultural and entertainment centers of San Francisco, Berkeley, Oakland and Marin County are within one hour's travel by bus, train or car. In the opposite direction, about thirty minutes away, are the beaches of Santa Cruz on the Pacific Ocean, and less than two-hours drive from the campus is world-famous Monterey Peninsula and Carmel.

The University is accessible by major airlines via San Jose Municipal Airport just three miles away and via San Francisco and Oakland International Airports.

About 60 miles due south is the lush Salinas Valley agricultural area with the Pacific Ocean and a low mountain range on the West and another on the East. This valley is a major producer of a wide variety of vegetable crops.

Climate

Santa Clara has a moderate Mediterranean climate. Over a period of 67 years the average maximum temperature was 71.4 degrees and the average minimum 41.6 degrees. The sun shines an average of 293 days a year and the average annual rainfall is about 15 inches.

STUDENTS IN RESIDENCE
1976 - 77

Seifu Abebe
B.S., University of Santa Clara, 1975
(Ethiopia)

John M. Bachofer
B.S.C., University of Santa Clara, 1976

Robert S. Bell
A.A., Mt. San Antonio College, 1973
B.S., California State University, Fresno, 1976

Katherine R. Brigantino
B.A., University of Santa Clara, 1974

Ignacio Bustos
B.A., Universidad Centroamericana, 1974
(Nicaragua)

Charles A. Butterfield
B.S., University of California, Davis, 1973

Leonel Castro
B.S., Universidad Privada Autonoma, 1970 (Nicaragua)

James M. Cesare
B.A., University of California, Santa Barbara, 1974

Martin L. Chiechi
B.S., University of the Pacific, 1976

Robin T. Conley
B.S., Cal Poly, San Luis Obispo, 1976

Craig W. Cruickshank
B.A., University of the Pacific, 1976

Thomas C. Daley
B.A., Princeton University, 1975

Johnny U. Filart
A.B., Ateno de Manila, 1975
(Philippines)

Frank Florence
B.A., University of Santa Clara, 1975

Sergio H. B. Freire
B.S., Escola Superior de Agric de Lavras, 1971 (Brazil)

Marc Frelier
B.A., Stanford University, 1975

Brad D. Frizzell
B.A., University of the Pacific, 1976

Thomas M. Gallo
B.S., University of Santa Clara, 1974

Kebede Gashaw
B.S.C., California State University, Fresno, 1973
M.S.C., California State University, Fresno, 1975
(Ethiopia)

Stuart Gilfenbain
B.A., Claremont Men's College, 1975

Lana M. Girardi
B.S.C., University of Santa Clara, 1976

Joseph D. Goone
B.A., Stanford University, 1975

Michael E. Grant
A.A., West Valley Junior College, 1970
B.S., Chico State University, 1972

Ahmed I. Hakami
B.S., University of Riyadh, 1970
(Saudi Arabia)

Michael D. Hause
B.S., University of Santa Clara, 1976

Bruce B. Holden
B.S., University of California, Berkeley, 1976

Grant M. Hunt
B.S., University of Santa Clara, 1975

Carlos E. Isaac
Ingenigno Agronoma, Universidad Central de Venezuela, 1975 (Venezuela)

Abdul-Hamied D. Jabir
B.S., Faculty of Commerce of Riyadh, 1973
(Saudi Arabia)

Negussie Kassa
B.S.C., University of Santa Clara, 1975
(Ethiopia)

Stephen C. Kenfield
B.A., University of the Pacific, 1976

Bryan J. Krezenoski
B.A., Loyola University, 1975

John C. Lazarakis
B.S.C., University of Santa Clara, 1976

David C. Marshall
B.S., University of Hawaii, 1976

James Milner
B.A., University of California, Los Angeles, 1976

Timothy W. Moss
B.S., University of Santa Clara, 1972

John C. Obermeyer, Jr.
B.S., University of Santa Clara, 1970

Bridget O. O'Boyle
B.S., University of Santa Clara, 1975

Sharad P. Patel
A.A., Allan Hancock College, 1972
B.S., San Jose State University, 1975
(Tanzania)

Joseph J. Pert
B.A., University of Notre Dame, 1974

Sally A. Piazza
B.A., University of Santa Clara, 1976

Lonna S. Quement
B.A., University of California, Santa Barbara, 1974

Emmanuel T. Roberts
B.S., San Jose State University, 1973
(Ghana)

James M. Romey
B.A., University of Santa Clara, 1975

Abiodun A. Saka
B.S., Rutgers University, 1975
(Nigeria)

Manuel V. Sanchez
B.A., University of Santa Clara, 1975
(El Salvador)

James A. Sellie
B.A., University of Liberia, 1972
(Liberia)

Mohamad R. Shooshtarian
B.S., University of San Francisco, 1975
(Iran)

David A. Shoquist
B.S.C., University of Santa Clara, 1975

Jeffrey A. Sklan
A.A., Miami Dade Junior College, 1973
B.A., University of California, Los Angeles, 1975

David M. Soares
B.S.C., University of Santa Clara, 1975

Christopher L. Taylor
B.S., University of California, Los Angeles, 1976

Jose Vallejo
B.S., Universidad Nacional, 1972
(Colombia)

Craig C. Van Keulen
B.S., University of Santa Clara, 1976

Gerardo Vazquez
Ingeniero Agronomo, University of Montevideo, 1973 (Uruguay)

John B. Zunino
A.A., San Joaquin Delta College, 1974
B.A., San Jose State University, 1976

ADVISORY BOARD
INSTITUTE OF AGRIBUSINESS

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Council of California Growers

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Southern Pacific Company

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JOHN L. WOOLF
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William Rewak, S.J., Ph.D.
President

Patrick A. Donohoe, S.J., Ph.D.
Chancellor

William F. Donnelly, S.J., Ph.D.
Academic Vice President

Professors Emeritus

B. BALLARD CHEATHAM (1964)
Assistant Professor of Business Administration. Emeritus
B.A., United States Naval Academy; M.A., Stanford University

JOHN PAGANI (1954)
Professor of Business Administration. Emeritus
B.S.C., University of Santa Clara; Ph.D., Stanford University

Current Faculty

GRADUATE SCHOOL OF BUSINESS AND ADMINISTRATION

MARIO L. BELOTTI (1959)
Professor of Economics and Business Administration and Chairman, Dept. of Economics
B.A. Midwestern University; M.A., Ph.D., University of Texas

MARLYNN K. BOHMAN (1969)
Associate Professor of Business Administration
B.S., University of Utah; M.B.A., University of California; C.P.A., State of California; Ph.D., University of Utah

ROBERT BOWEN (1976)
Acting Assistant Professor of Business Administration
A.B., Drury College; M.B.A., Washington University

WARNER O. BRANDENBURG (1967)
Associate Professor of Business Administration
B.S.C., Northwestern University; M.S., Ph.D., University of Illinois

PAUL L. BROWN (1965)
Professor of Business Administration
B.S., University of Illinois, M.S., Oklahoma State University; Ph.D., Ohio State University

ALBERT V. BRUNO (1971)
Associate Professor of Business Administration and Chairman, Dept. of Marketing
B.S., M.S., Purdue University; Ph.D., Purdue University

EDWARD W. BUTLER (1962)
Executive in Residence
B.S.M.E., Stanford University

FRANCIS J. CORRIGAN (1967)
Professor of Business Administration and Chairman, Dept. of Finance
B.S.C., Saint Louis University; M.B.A., Stanford University; Ph.D., Saint Louis University

RICHARD T. COZ, S.J. (1963)
Assistant Professor of Economics and Business Administration
A.B., M.A., Gonzaga University

MASSAKO N. DARROUGH (1976)
Assistant Professor of Economics and Business Administration
B.A., International Christian University, Tokyo; Ph.D., University of British Columbia

HENRY G. DEMMERT (1968)
Associate Professor of Economics and Business Administration
A.B., University of Santa Clara; M.A., Ph.D., Stanford University

CHARLES J. DIRKSEN (1938)
Hadad Professor of Business Administration; Dean
B.S.C., M.S.C., Saint Louis University; LL.D., University of Santa Clara

WILLIAM F. DONNELLY, S.J. (1969)
Professor of Economics and Business Administration, Academic Vice President
B.S.C., M.S.T., University of Santa Clara; M.A., Gonzaga University; Ph.D., New York University

McKEE FISK (1969)
Adjunct Lecturer in Business Administration
A.B., Oklahoma City University; A.M., University of Southern California; Ph.D., Yale University

JAMES L. GLINTER (1976)
Visiting Associate Professor of Business Administration
B.S.E.E., M.S.I.A., Ph.D., Purdue University

JAMES L. HALL (1971)
Associate Professor of Business Administration
B.A., Bates College; M.B.A., Rutgers University; Ph.D., University of Washington

JEFFREY R. HALL (1975)
Assistant Professor of Economics and Business Administration
B.A., Northwestern University; M.A., Ph.D., University of California, Los Angeles

PAUL V. HARRELL (1963)
Assistant Professor of Business Administration
B.A., University of California at Los Angeles; M.Acc., University of Southern California; C.P.A. State of California

JOHN HEINEKE (1968)
Professor of Economics and Business Administration
Ph.D., University of Iowa

CHARLES HUBER (1976)
Acting Assistant Professor of Business Administration
B.S., Ohio State University

JOHN M. HYNES, S.J.
Director of Counseling in Business Administration
A.B., M.A., Gonzaga University; M.A. Th., Alma College

ROBERT F. JACOBS (1961)
Adjunct Lecturer in Business Administration
J.D., University of Santa Clara

TERRY JOHNSON (1976)
Adjunct Lecturer in Business Administration
B.S., M.A., Ph.D., University of Washington

JOSEPH P. KELLY (1939)
Adjunct Lecturer in Business Administration
Ph.B., Holy Cross College; J.D., LL.M., New York University

CHAIHO KIM (1964)
Professor of Business Administration
B.A., Quachita College; M.S., Ph.D., Columbia University

H.B. KIRSHEN (1967)
Adjunct Lecturer in Business Administration
B.S., Whitman College; M.A., Columbia University; Ph.D., University of Wisconsin

ARTHUR KROEGER (1973)
Adjunct Lecturer in Business Administration
B.A., M.B.A., Stanford University

ATAM P. LALCHANDANI (1970)
Adjunct Lecturer in Business Administration
B.T.M.E., Indian Institute of Technology; M.S., Ph.D., Cornell University

JOEL K. LEIDECKER (1969)
Associate Professor of Business Administration
B.A., M.B.A., Ph.D., University of Washington

PAUL L. LOCATELLI, S.J. (1974)
Associate Dean, Chairman, Ph.D. Program and Assistant Professor of Business Administration
B.S.C., University of Santa Clara; D.B.A., University of Southern California; M.Div., Jesuit School of Theology, Berkeley; C.P.A., State of California

ROBERT E. LOONEY (1969)
Assistant Professor of Business Administration
B.S., Ph.D., University of California at Davis

CHARLES F. LOUIE (1963)
Professor of Business Administration and Chairman, Dept. of Accounting
B.S., M.A., Ph.D., University of California at Berkeley

THOMAS MAIER (1967)
Professor of Business Administration
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Graduate School of Business
INSTITUTE OF AGRIBUSINESS
CALENDAR 1977-78

FALL QUARTER

September 5	Monday	Labor Day, Administrative Holiday
September 12	Monday	M.B.A. Registration
September 15	Thursday	Instruction Begins
September 20	Tuesday	Last day for late registration and the adding of courses
October 3	Monday	Last day to petition for graduate degrees to be conferred December 1977 and March 1978
October 5	Wednesday	Last day to withdraw from courses with partial refund
November 14	Monday	Last day to withdraw from courses
November 24-25	Thursday-Friday	Thanksgiving Recess, academic and administrative holidays
November 28	Monday	Classes resume
November 28-29		
November 30	Monday-Wednesday	Fall Quarter examinations
December 1		
January 2	Thursday-Tuesday	Christmas Recess
December 23-26	Friday-Monday	Christmas, administrative holiday

WINTER QUARTER

January 2	Friday-Monday	New Years, administrative holiday
January 3	Tuesday	Instruction begins
January 5	Thursday	Last day for late registration and adding of courses
January 15	Sunday	Commemoration of Martin Luther King's Birthday
January 16	Monday	Last day to petition for graduate degrees to be conferred in June 1978
January 19	Thursday	Last day to withdraw from courses with partial refund
February 20	Monday	Washington's Birthday, academic and administrative holiday
February 28	Tuesday	Last day to withdraw from courses
March 13-15	Monday-Wednesday	Winter Quarter examinations

SPRING QUARTER 1978

March 23	Thursday	Instruction begins
March 24	Friday	Good Friday, academic and administrative holiday
March 28	Tuesday	Last day for late registration and the adding of courses
April 12	Wednesday	Last day to withdraw with partial refund
May 8	Monday	Last day to withdraw from courses
May 29	Monday	Memorial Day, administrative holiday
May 30-June 1	Tuesday-Thursday	Spring Quarter examinations
June 10	Saturday	127th Commencement

FIRST SUMMER SESSION 1978

June 12	Monday	Instruction begins
June 14	Wednesday	Last day for late registration and the adding of classes
June 16	Friday	Last day to petition for graduate degrees to be conferred in August, 1978
June 30	Friday	Last day to withdraw from courses with partial refund
July 4	Tuesday	Independence Day, academic and administrative holiday
July 20-21	Thursday-Friday	Examinations

SECOND SUMMER SESSION 1978

July 24	Monday	Instruction begins
July 26	Wednesday	Last day for late registration and the adding of courses
August 11	Friday	Last day to withdraw from courses with partial refund
August 28-29	Monday-Tuesday	Examinations
August 31	Thursday	Agribusiness Commencement

STUDENT RECORDS

The following disclosures regarding a student's University records are given in compliance with the Family Educational Rights and Privacy Act of 1974 and are available for inspection as listed below:

a. Official academic records, including application forms, admissions transcripts, letters of acceptance and a student's Permanent Academic Record are on file and maintained in the Registrar's Office.

b. Working academic files are also maintained by each Dean of a School or College in their respective offices.

c. Records related to a student's non-academic activities are maintained in the Dean of Students Office.

d. Records relating to a student's financial status with the University are maintained in the Controller's Office.

The following types of records are excluded from inspection by provisions of the law; namely those created or maintained by a physician, psychiatrist or psychologist in connection with the provision of treating a student. A Parents' Confidential Statement of the College Scholarship Service is also excluded under this same provision.

Third parties shall not have access to education records or other information pertaining to students without the written consent of the particular student about whom the information is sought.

A written statement on inspection policies, list of fees for copies and related information is available in each office containing student records. Complaints regarding academic records by students may be directed to the Dean of the College of School in which the student is enrolled.

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